



Clean Cook Stove  
*Experiences from the Ground*

**SEWA**  
Hariyali

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11th March 2015  
India Habitat Center

# SEWA's Hariyali Program

*SEWA is a member based organization of self employed, poor women in the unorganised sector. Currently it has 1.93 million members across 12 states in India, and is also growing in neighbouring countries of Afghanistan, Pakistan, Nepal, Sri Lanka & Maldives.*

**Goals : Energy Inclusion, Financial Inclusion, Gender Empowerment**

1. In Phase I : 200,000 households to be provided clean cook stove and solar lantern.
2. Loan raised from bank Rs 250 million (~ US \$ 4.2 mn) to purchase stoves and lanterns.
3. SEWA members to be provided the energy equipment on affordable installments - collections used to repay the bank loan.
4. Execute in a sustainable, replicable and scalable format - *by building systems, processes, training, awareness, handholding, after sale service and repairs.*

# **SEWA's experiences in Hariyali Program - in pictures**

# SEWA's experiences in Hariyali Program

## - key questions

### 1. Clean cook stove :

- product or service ?
- product quality ?
- after sale service ?
- value for money ?
- stacking - compete or collaborate ?
- who is the customer ?

2. Intangible aspects : user habits, preferences, time of cooking, cooking posture, food, fuel, taste, smell, culture

3. Policy : clean cook stove policy or clean cooking policy ?

# Our learnings on way forward

1. Clear cooking policy
2. High, enforceable standards for products & services
3. Common service centres funded by manufacturers, supervised by MNRE
4. Tax holiday for any entity engaged in manufacturing or distribution of cook cooking solutions - enable hundreds of new entrants, fair competition
5. Competitions run in IIT's/REC's, supervised by NIF
6. Enable dealer finance and consumer finance - viz. making energy products eligible for priority sector norms
7. Market Movers & Shakers - get the big manufacturers interested (Philips, TTK, Bajaj, Hawkins, Tata, Reliance, etc)
8. Aggressive awareness campaign run by Government
9. Linkage of Energy to improving Livelihoods : Poverty alleviation is the key

# The Cooking Energy Ladder

Renewable

Non-Renewable

Renewable

Induction stoves

Electricity (coal, gas, hydro, nuclear)

Gas Stoves

Fossil fuel

Kerosene Stoves

Kerosene

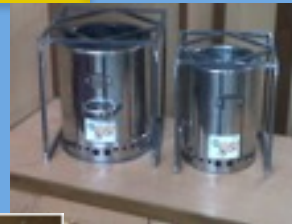
Clean Cook Stoves

Biomass

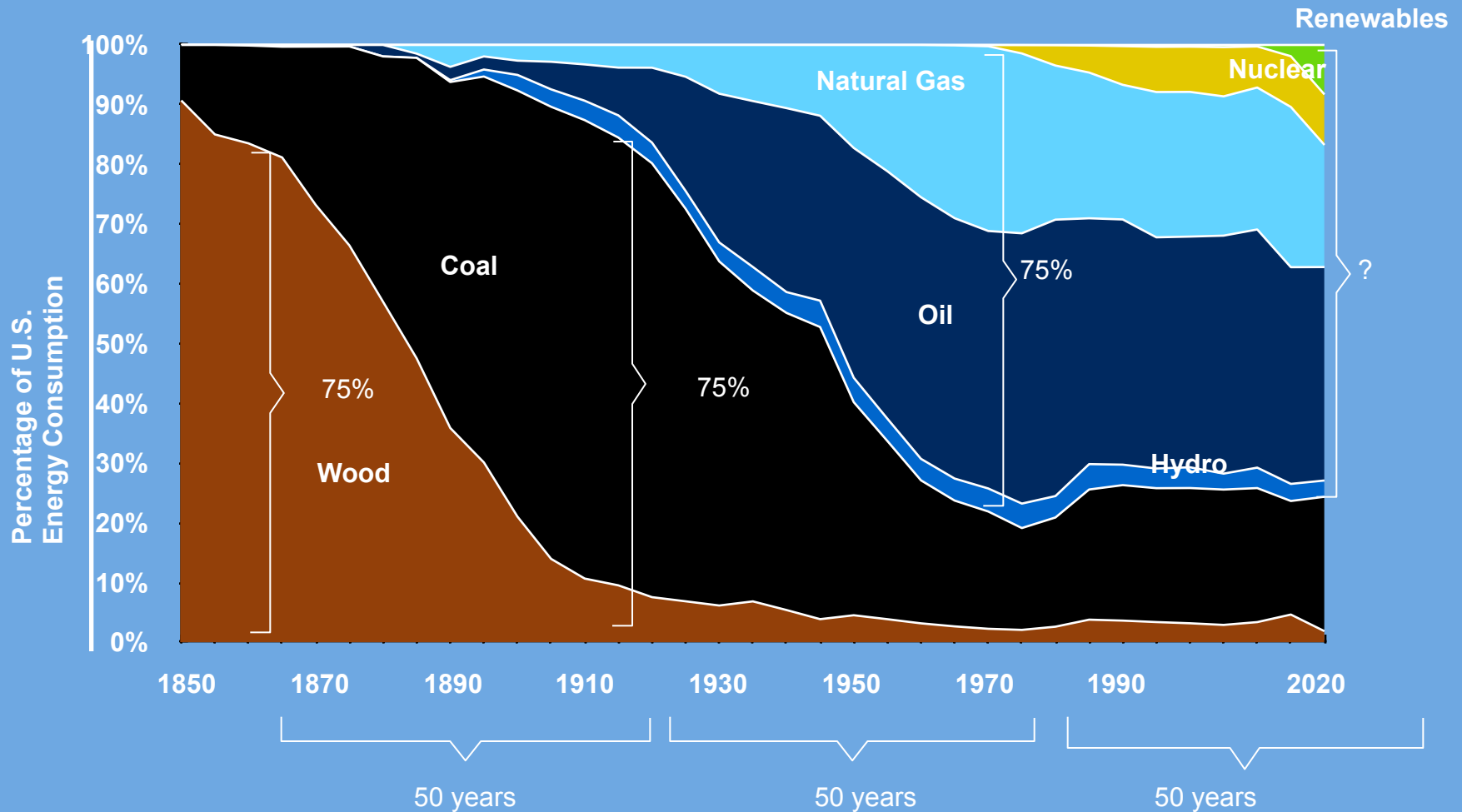
Retrofitted 3 stone stove

Biomass

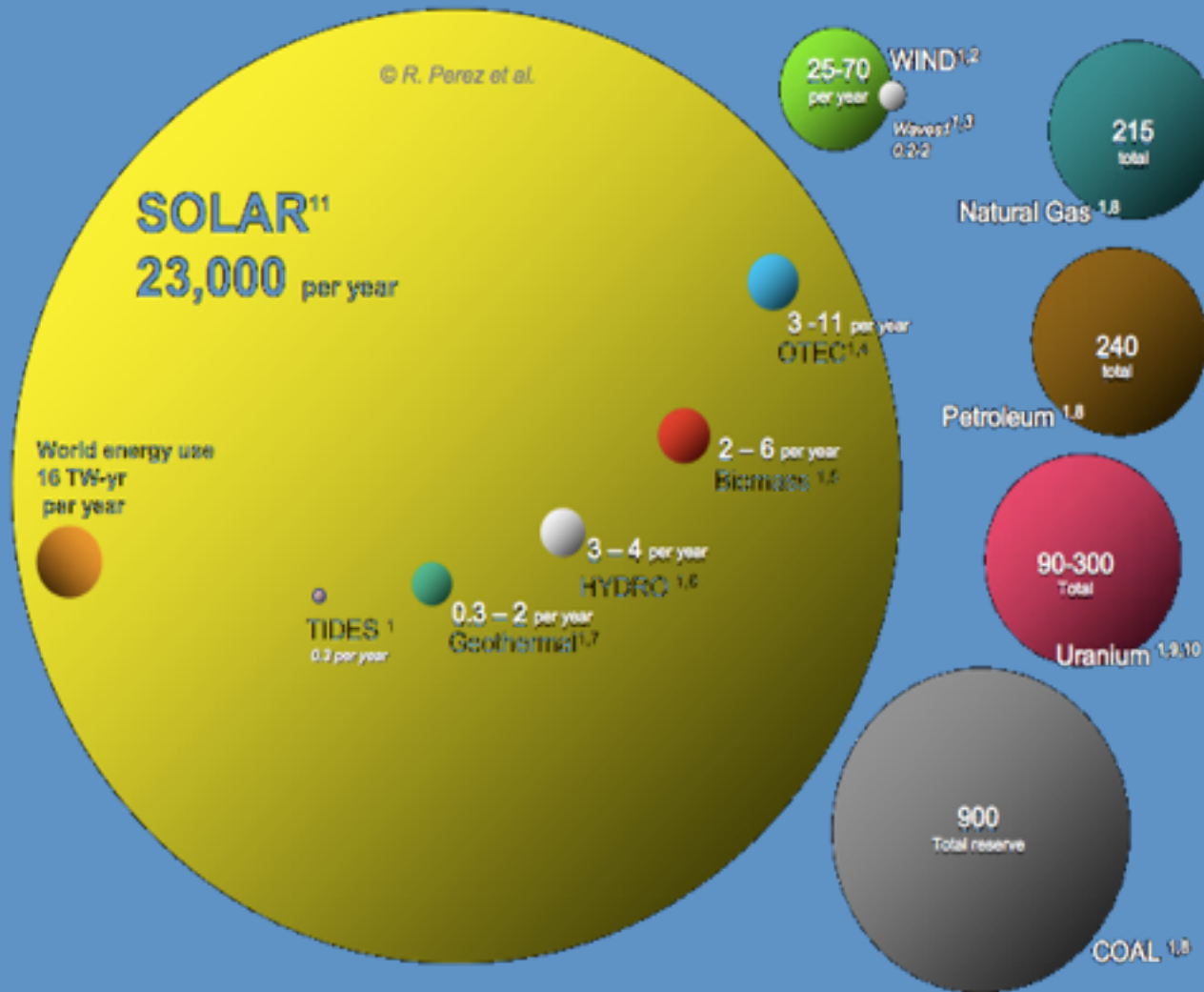
Thermal Efficiency



# The west has seen complete energy generation shifts every half century

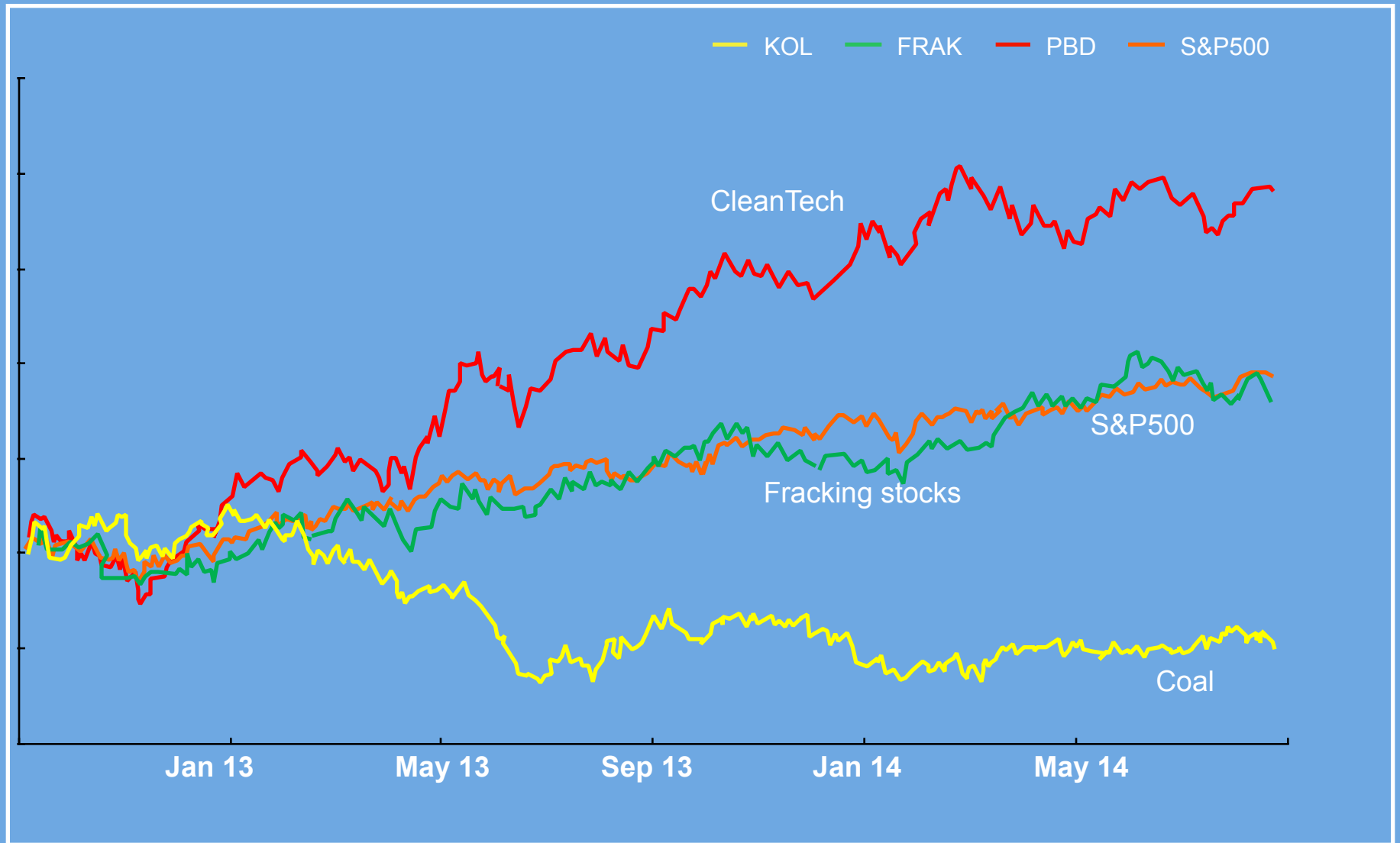


# Bet on the Sun - and not pick losers





# The Tipping Point is Here





**Thank You**

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